

Message Text

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ORIGIN EB-07

INFO OCT-01 ARA-10 ISO-00 COME-00 CIAE-00 INR-07 NSAE-00

STR-04 /029 R

DRAFTED BY EB/OCA:CPRATER/EMFEATHERSTONE:JMN

APPROVED BY EB/TCA:JWBILLER

EB/OCA/CD:WERAU

ARA:DLACEY

ARA/BC:WLOWENTHAL

EB/OT/GCP:JSLATTERY

USDOC:MS. LOUCAS

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P 212230Z JUL 76

FM SECSTATE WASHDC

TO AMEMBASSY SANTIAGO PRIORITY

UNCLAS STATE 180772

E.O. 11652: N/A

TAGS: BDIS, BEXP

SUBJECT: TRADE COMPLAINT: MACK TRUCKS VS. CHILEAN GOVERN-
MENT

1. PRESIDENT OF MACK TRUCKS, INC. HAS WRITTEN TO DEPART-
MENT TO COMPLAIN THAT GOC IS RESTRICTING US TRUCK IMPORTS
IN FAVOR OF TRUCK SALES TO CHILE BY SPAIN. IN LETTER
DATED JULY 12, A. W. PELLETIER CLAIMS THAT ITS CHILEAN
DISTRIBUTOR OF SOME 35 YEARS STANDING, S.A.C.I. SALINAS Y
FABRES, HAS HAD IMPORT LICENSES FOR MINING TRUCKS REJECTED
BY MINISTRY OF TRANSPORTATION ON ALLEGED GROUNDS THAT
SPANISH FIRM PEGASO PRODUCES TRUCKS WITH SIMILAR SPECIFICA-
TIONS. (ACCORDING TO PELLETIER, SPAIN MADE AVAILABLE TO
GOC 71 MILLION DOLLARS FOR TRUCK PURCHASES IN AN AGREEMENT
SIGNED IN AUGUST, 1975.)

2. PELLETIER PROVIDES DOCUMENTATION FROM A LEADING CUSTO-
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MER, COMPANIA MINERA DE TOCOPILLA, (CMT - ALEJANDRO

GONZALEZ SOTO, ADMINISTRATIVE MANAGER) WHICH CITES IN
DETAIL WHY CMT PREFERS MACK TRUCKS BECAUSE OF DESIRED

SPECIFICATIONS SUITABLE FOR HEAVY DUTY MINING OPERATIONS.
CMT LETTER, ADDRESSED TO COL. JOSE LUIS PEREZ LUCO, ADMIN-
ISTRATIVE DIRECTOR OF MINISTRY OF TRANSPORTATION, ARGUES
FOR APPROVAL OF IMPORT LICENSE FOR TWO MACK VEHICLES ON
GROUNDS THAT CMT HAS USED MACK PRODUCTS FOR OVER 20 YEARS
AND FOUND THEM TO BE SUPERIOR TO ANY OTHER.

3. PELLETIER ALSO CLAIMS THAT MIN TRANSPORT, AFTER REFUS-
ING IMPORT LICENSES, FORWARDED NAMES OF MACK CUSTOMERS
TO LOCAL PEGASO DEALER SO THAT PEGASO COULD PREPARE QUOTA-
TIONS.

4. OBVIOUSLY, DEPARTMENT HAS ONLY ONE SIDE OF PICTURE AND
WE DO NOT HAVE ANY WAY OF ASSESSING MERITS OF CASE. WE
WOULD APPRECIATE EMBASSY'S LOOKING INTO MATTER AT EARLIEST
OPPORTUNITY WITH A VIEW TO DETERMINING HOW WE CAN ASSIST
MACK TO COMPETE IN OPEN MARKET ON AS FAIR A BASIS AS
POSSIBLE. DEPT HAS SENT PELLETIER AN INTERIM REPLY AND
WOULD LIKE TO BE AS RESPONSIVE AS POSSIBLE TO THIS REQUEST
FOR ASSISTANCE. ROBINSON

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 21 JUL 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE180772
Document Source: CORE
Document Unique ID: 00
Drafter: CPRATER/EMFEATHERSTONE:JMN
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760281-0437
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760735/aaaabejp.tel
Line Count: 84
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: hackerp0
Review Comment: n/a
Review Content Flags:
Review Date: 08 APR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <08 APR 2004 by ThomasVJ>; APPROVED <03 JAN 2005 by hackerp0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: TRADE COMPLAINT: MACK TRUCKS VS. CHILEAN GOVERN- MENT
TAGS: BDIS, BEXP
To: SANTIAGO
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006